

STORY 4 – SANDDORN – CONSULTING – AROUND THE WORLD

The 3rd Story of our 30 years history was related to selected seabuckthorn engineering projects. Consultancy and development aid is another successful part of our business. We offer consulting services for seabuckthorn from cultivation, harvesting, processing to marketing (farm to fork). In the last 30 years we were especially involved in development aid projects and have advised agricultural companies and ministries, investors, financiers or NGO's.

Our first consultancy order we got in 1997 of the United Nations Development Programme (UNDP). We advised together with the ICRTS (International Center of Research and Training on Seabuckthorn) in Beijing different seabuckthorn factories in China in questions of technological and quality assurance. This was our first contact with the Chinese colleagues and was able to deepen in different further projects until today.

In 2007 we got an order of the HimalAsia Foundation and visited **2007** the valley of Kali Gandaki river in Nepal. This valley is situated between the massifs of Dhaulagiri and Annapurna in Mustang.



The development of concepts for a sustainable utilisation of wild seabuckthorn resources was the main task of the project. We focused especially on the leaves for tea and a waste free processing of the berries. Together with Susanne von der Heide of HimalAsia Foundation we developed actionable ideas for an additional income for women especially in rural areas due selling of seabuckthorn products.



In cooperation's with monasteries of the region small plant nurseries were established and the seabuckthorn plants were planted in different villages in areas of high erosion risks.



We could finally install a screw press for the production of high value seabuckthorn seed oil. The press can be also used for other oilseeds.



Very exciting was the discovery of a very old forest of seabuckthorn trees in Kali Gandaki valley on the upper river slopes near the village Kalopani. We estimate this methusalem (ssp. Salicifolia) on left picture to be around 150 years old.

In **2009**, on behalf of the Raiffeisen-Gesellschaft we worked out a feasibility study for processing of seabuckthorn berries of wild resources in **Kirgisia**. Around 6.000 ha are covered by Hippophae rhamnoides ssp turkestanica in Kirgisia. The main areas of wild seabuckthorn are generally the regions Osh Oblast (Chong Alai valley), Issuk Kuk Oblast and Naryn Oblast. The 2 first mentioned regions have been visited during a field study.

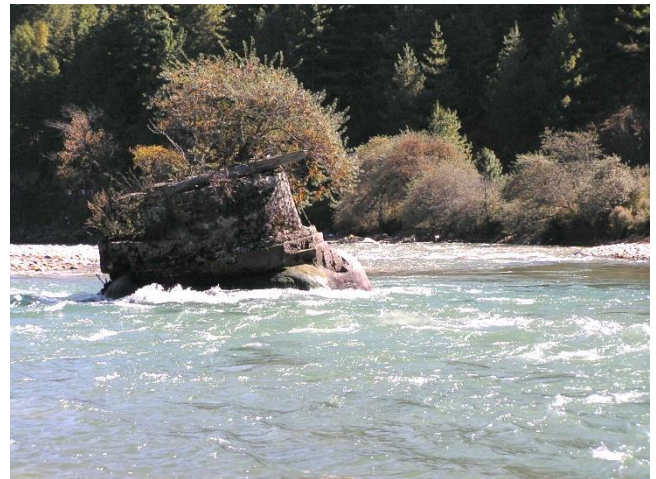


In these regions the berries, picked by hand, are mainly sold on regional markets. The processing of berries was under developed. Only few final products, like homemade juice could be found.



With our special expertise we developed a concept for sustainable harvesting and processing of wild berries. Further we worked out different product ideas and have engineered a processing manufacture for the Chong Alai Valley.

Another highlight of our consulting projects was the development of an added value chain based on seabuckthorn in rural areas of the **Kingdom Bhutan** (Himalayaregion) in **2010**. The project was financed by the ADB - Asia Development Bank. We have realized this project in close cooperation with the Institute of Traditional Medicine in Timphu, HimalAsia Foundation and Friedersdorfer Baumschule. Bhutan was not only a fascinating experience in terms of professional experiences but also in terms of landscape architecture, cultural history and really spices meals.



Besides the holding of different workshops about cultivation, harvesting, product development and quality assurance we visited processing companies. Further we have trained local women groups in the Bhumtang valley in the production of seabuckthorn juice and Jam.



Another task of the project was a training about seabuckthorn propagation.



Due to our long-term experiences in cultivation, effective mechanized harvesting and processing of sea buckthorn berries, we have been repeatedly invited to China for consultations by our Chinese colleagues at the ICRTS. As part of the cooperation, we also organized visits for the Chinese specialists in Germany and a professional exchange with our German experts.

The cooperation with the ICRTS cumulated in a cooperation project with the Forest Institute Arhangelsk and BIZ Bremerhaven for the establishment of a **European-Asian Network for seabuckthorn** (EAN Seabuck). The main results of the cooperation were an international market study and 5 brochures describing the state of the art of propagation, cultivation, harvesting, processing and quality assurance question. We are proud that we could publish these brochures in English, Russian and Chinese language.

In Russia and China we offered seminars and trainings together with other German seabuckthorn experts like Dr. Thomas Moersel to all complexes of seabuckthorn.



The list of our consulting jobs is much longer and could be bound in a book. Also we shortly want to explain that we have also developed concepts for seabuckthorn processing in Tadshikistan on behalf of Aga Khan Foundation.

Long-term, also friendly relationships connect us to Russia, Romania, Baltic countries, France and especially Mongolia. In Mongolia we have worked on different projects from Uvs Nuur to Ulaan Baatar and supported our customers on the whole value chain of seabuckthorn. We are currently engaged as consultants in a new project in Mongolia.



We say thank you very much for your long-term trust and look forward to further projects, wherever in the world they may be.